



Doing Business With The Navy



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(Acquisition & Logistics Management)**

May 30, 2007



DoN Acquisition Home Page



**Department of the
NAVY**
Research, Development & Acquisition

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MEET ASN RDA

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NEWS

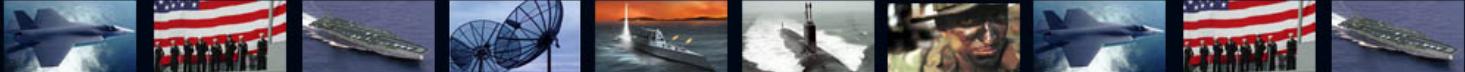
PROGRAMS

POLICY AND GUIDANCE

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ACQUISITION ONE SOURCE

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*Office of the Assistant Secretary of the Navy (Research, Development and Acquisition)
1000 Navy Pentagon, Washington, DC 20350-1000*

This is an official U.S. Navy web site (GILS Number: 001883).

*The Navy's Official Website | The Navy Recruiting Site | Official Navy FOIA
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http://acquisition.navy.mil/acquisition_one_source



Agenda

- Navy Acquisition Environment
- Small Business Trends
- How to Market Your Business
- Points of Contact
- Summary

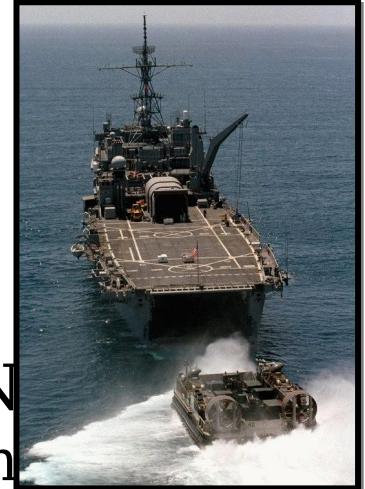


Navy Acquisition Environment Transforming for War on Terror

- Navy platforms are inherently flexible
 - Must buy smarter
 - Build with the future in mind
 - Meet CNO's Objectives



- Navy Expeditionary Combat Command (NECC)
 - Combines 40k Sailors from 9 different commands
 - Navy Coastal Warfare; Riverine; EOD; Logistics Support
 - SEABEE's; Maritime Civil Affairs; Combat Readiness Center
 - Expeditionary Security Force; Expeditionary Training Team



- 11,000 Sailors serving *ashore* in 27 Middle East countries
 - Over 4,000 Sailors in Iraq

More Sailors are serving ashore than afloat in CENTCOM AOR

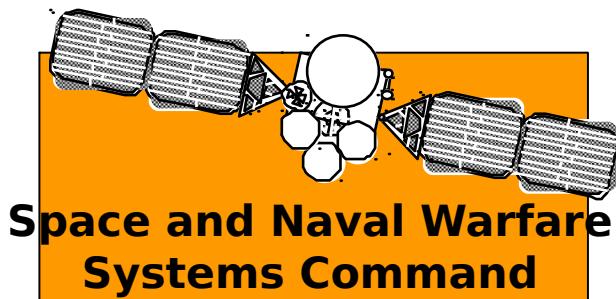


Major Navy Buying Commands



Director of NAVAIR Small Business
Phone: (301) 757-9044
Fax: (301) 757-9093

www.navair.navy.mil

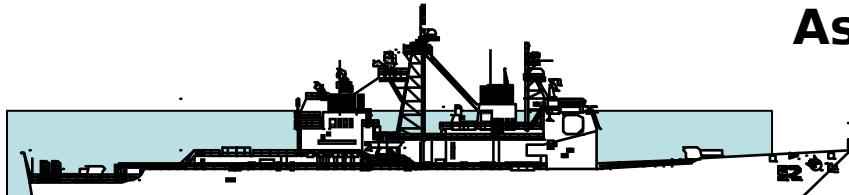


Director of Small Business Program
Phone: (619) 524-7701
Fax: (619) 524-3165

<https://e-commerce.spawar.navy.mil>



Major Navy Buying Commands

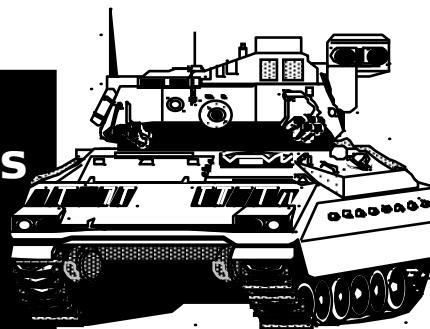


Naval Sea Systems Command

Associate Director of Small Business
Phone: (202) 781-3965
Fax: (202) 781-4772

www.navsea.navy.mil

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**Marine Corps
Systems
Command**

Associate Director of Small Business
Phone: (703) 432-3950
Fax: (703) 432-3535

www.marcorsyscom.usmc.mil



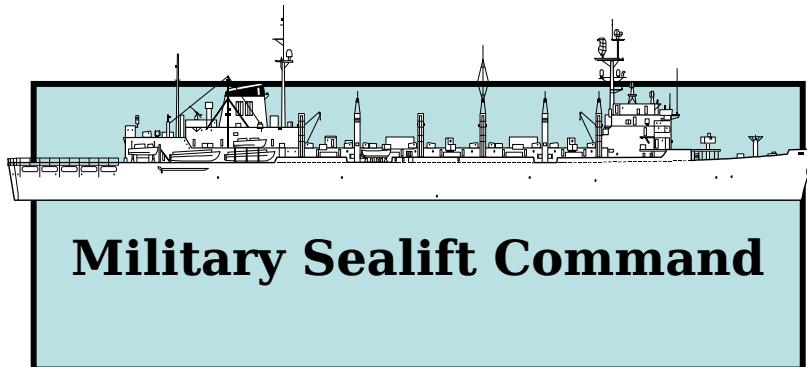
Major Navy Buying Commands



**Naval Facilities
Engineering Command**

Associate Director of Small Business
Phone: (202) 685-9129
Fax: (202) 685-1485

www.navfac.navy.mil



Military Sealift Command

**Associate Director of Small
Business**
Phone: (202) 685-5565
Fax: (202) 685-5515

[www.msc.navy.
mil](http://www.msc.navy.mil)



Major Navy Buying Commands



Associate Director of Small Business
Phone: 703-696-4511
Fax: 703-696-4430

www.onr.navy.mil



Associate Director of Small Business
Phone: (717) 605-3575
Fax: (717) 605-1102

<https://www.navsup.navy.mil>



Resale Opportunities



Exchanges



Army & Air Force Exchange Service



www.aafes.com



www.navy-nex.com



www.usmc-mccs.org/buspartners/retail.cfm?sid=mccs&si



Defense Commissary Agency (DECA)

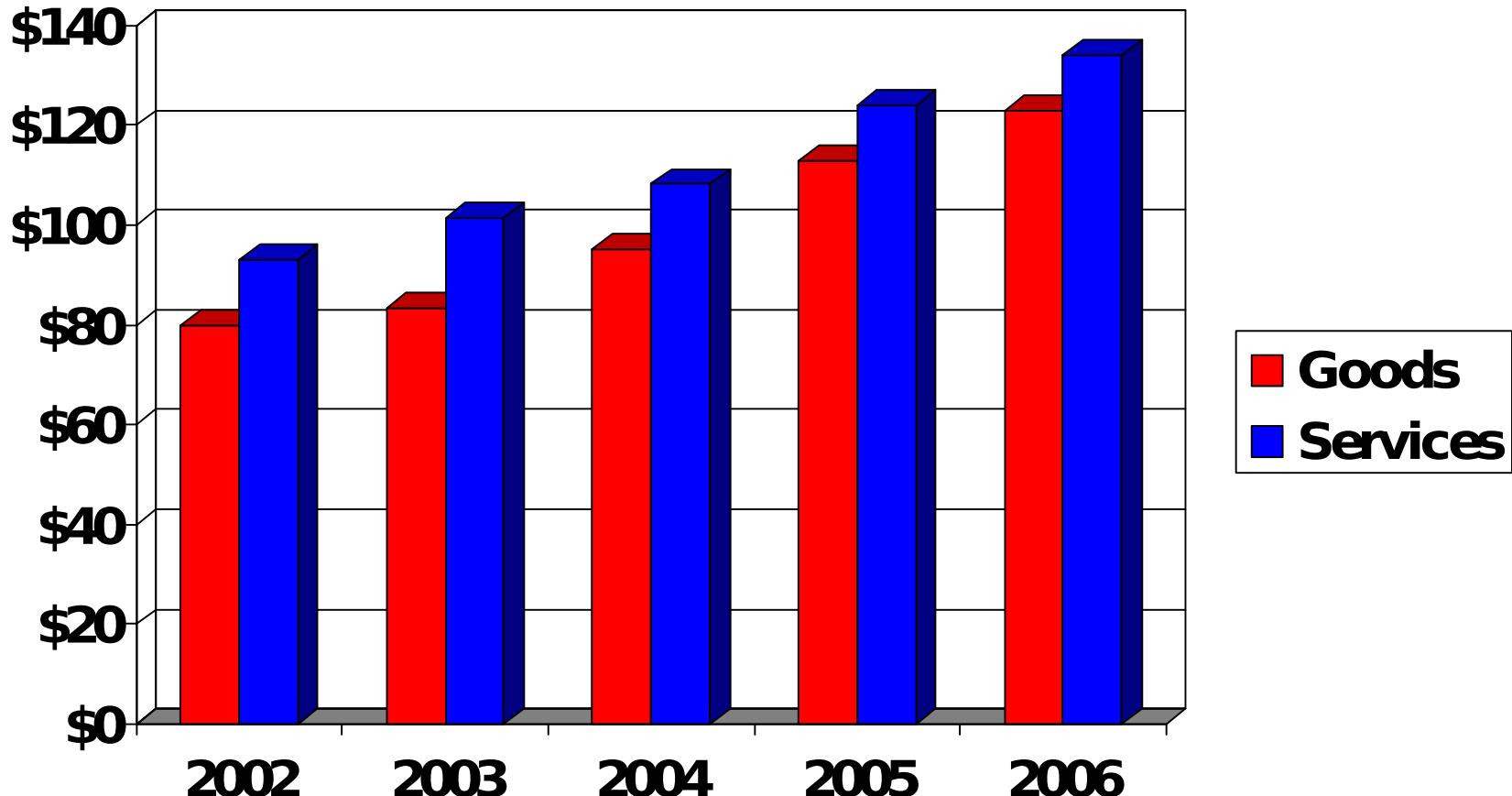


www.commissaries.com/



DoD Expenditures in the U.S. Trend of Goods and Services

\$ Value in Billions





How To Market Your Business

- Register Your Firm And Products
- Get Acquainted With The Procedures
- Learn About the Marketplace
- Find Specific Opportunities
- Make It Easy For Customers
- Learn About
Special Programs
- Seek Assistance





Register Your Firm and Products

◆ Register Your Company

✓ Obtain Data Universal Numbering Systems (DUNS)

http://www.dnb.com/US/duns_update/index.html

✓ Obtain Commercial and Government Entity (CAGE) Code

<http://www.dlis.dla.mil/cageserv.asp>

✓ Register in the DoD Central Contractor Registration (CCR) System

<http://www.ccr.gov>

✓ Federal Supply Classification Code (FSC)

<http://www.usabid.com/resources/tables/pscs/>

✓ North American Industry Classification System (NAICS)



Get Acquainted with the Procedures

- ✓ **Federal Acquisition Regulation (FAR)**
 - ▲ <http://www.acqnet.gov/FAR/>
- ✓ **Defense Federal Acquisition Regulation Supplement (DFARS)**
 - ▲ <http://www.acq.osd.mil/dpap/dars/dfars/index.htm>
- ✓ **Navy Marine Corps Acquisition Regulation Supplement (NMCARS)**
 - ▲ http://acquisition.navy.mil/policy_and_guidance/nmcars



Learn About the ~~Marketplace~~

✓ **Buying Commands**

✓ **Other Navy**

⚠ www.hq.navy.mil/sadbu/HCA.htm

✓ **Other Services**

⚠ www.sellingtoarmy.info

⚠ www.selltoairforce.org

✓ **DoD**



~~http://www.acq.osd.mil/bp/publications/sbs/sbs.html~~
Report of Products/Services Purchased



ST28 Report - Sorted by FSC

<http://permanent.access.gpo.gov/lps57820/www.acq.osd.mil/sadbu/doing-business/index>



Find Specific Opportunities

✓ **Navy Electronic Commerce Online**

(NECO)

⚠ <https://www.neco.navy.mil>

✓ **Federal/DoD Business Opportunities**

⚠ <http://www.fedbizopps.gov/main/>



✓ [~~https://progate.daps.dla.mil/home~~](https://progate.daps.dla.mil/home)
Subcontracting Resources



⚠ http://www.acq.osd.mil/osbp/doing_business/index.htm
<http://www.sba.gov/GC/indexcontacts-sbsd.html>



Make It Easy For Your Customers

- ✓ **Federal Supply Services (FSS)**

[http://www.gsa.gov/Portal/gsa/ep/channelView.do?
pageTypeId=8199&channelId=-13263](http://www.gsa.gov/Portal/gsa/ep/channelView.do?pageTypeId=8199&channelId=-13263)

- ✓ **Government Charge Card Program**



[http://www.gsa.gov/Portal/gsa/ep/channelView.do?
pageTypeId=8211&channelPage=%2Fep%2Fchannel%2FgsaOverview.jsp&channel
Id=-12984](http://www.gsa.gov/Portal/gsa/ep/channelView.do?pageTypeId=8211&channelPage=%2Fep%2Fchannel%2FgsaOverview.jsp&channelId=-12984)
>Using GSA > GSA SmartPay



Small Business Emphasis Programs

- ✓ **Mentor-Protégé**
- ✓ **Small Business Innovation Research**
- ✓ **Women-owned Small Business Program**
- ✓ **HubZones**
- ✓ **HBCU and other Minority Institutions Program**
- ✓ **Veteran Owned Small Business Program**

<http://app.vetbiz.gov/>

<http://www.sba.gov/vets/procurement/procurement-pref.pdf>



Business Partner Network



The screenshot shows the homepage of the Business Partner Network (BPN). At the top right is the BPN logo with the text "bpn BUSINESS PARTNER NETWORK" and the website address "www.bpn.gov". Below the logo is a circular graphic with green dots and arrows, containing links to various services: "Go Directly To: Central Contractor Registration (CCR)", "Federal Agency Registration", "Online Representations and Certifications Application (ORCA) — Vendor — Public", "Past Performance Information Retrieval System (PPIRS)", "Excluded Parties Listing System", and "EEO Pre-Award Clearance". On the left, there's a "FIRST GOV" logo. The main content area has sections for "The Business Partner Network" and "The Small Business Administration seeks your comments." It also includes a link to "Important Information about your Average Number of Employees & Average Annual Receipts in your CCR Registration" and another link to "Important Information about your Average Annual Receipts in your CCR Registration". A "Upcoming Events" calendar is shown at the bottom right.

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.

The Small Business Administration seeks your comments.

Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all entities worldwide, and is the average number of persons employed for each pay period over the concern's last 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees in concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:

<http://www.sba.gov/size/part121sects.html>

The one-year average annual receipts for your entire firm includes those of all entities worldwide. The AARS are calculated from data on your firm for the most complete fiscal year. Travel, real estate and advertising agents, providers of conference management services, freight forwarders, customs brokers and tour operators may deduct amounts they collect on behalf of another. If a concern has not been in business less than 12 years, its average weekly revenue for the number of weeks it has been in business is multiplied by 52 to determine its average annual receipt. For more information see:

<http://www.sba.gov/size/part121sects.html>

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
14	15	16	17	18	19
21	22	23	24	25	26
28	29	30	31		

CCR **FedBizOpps**

SBA

PPIRS
PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM



<http://www.bpn.gov>





Available Help - SBA



Offices Providing Assistance To Small Businesses For Defense Procurement

**Office of Small Business
Programs of the Department
of the Navy
Washington Navy Yard,
Building 36
720 Kennon St., SE
Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865**

**Small Business Administration
Kansas City District Office
1000 Walnut, Suite 500
Kansas City, MO 64106
(816) 426-4900**

**St Louis District Office
200 North Broadway, Suite 1500
St Louis, MO 63102
(314) 539-6600**



Area DoD Small Business Representatives

Marine Corps

**Marine Corps Regional Contracting Office: 816-843-3710
Marine Corps Mobilization Command Fax: 816-843-3730
430 Andrews Road
Kansas City, MO 64147-1208**

Army

Fort Leonard Wood
561 Iowa Avenue
Phone: 573-596-0264
Fax: 573-596-0267
Fort Leonard Wood, MO 65473-0140

Air Force

Air Combat Command **Phone: 660-687-3641**
09 CONS/CCV - Air Combat Command
27 Second Street, Suite 124A
Whiteman AFB, MO 65305-5344



Share Your Thoughts

**Office of Small Business Programs of the
Department of the Navy**

**Washington Navy Yard, Building 36
720 Kennon St., SE**

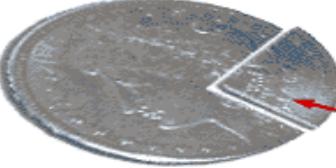
**Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865**

<http://www.donhq.navy.mil/osbp/>



Area Procurement Technical Assistance Centers

\$



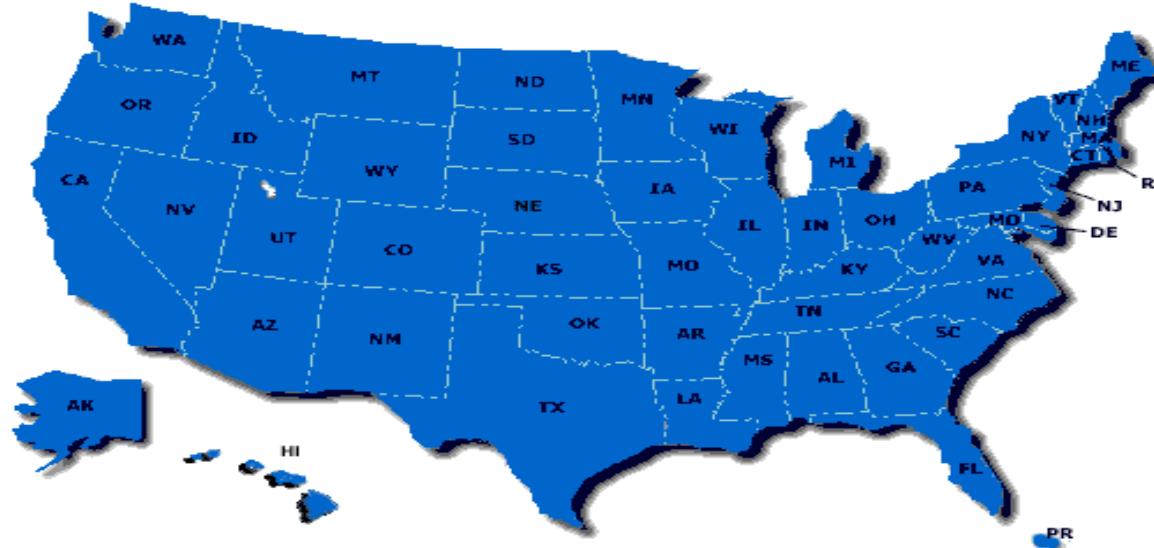
More than **\$216 billion** was paid for federal government contracts in 1999

24% was paid to small businesses

Association of Government Marketing Assistance Specialists

Learn how to get your share!

Click on the map below to select the Procurement Assistance Center nearest you:



[AK](#) [AL](#) [AR](#) [AZ](#) [CA](#) [CO](#) [CT](#) [FL](#) [DE](#) [GA](#) [ID](#) [IL](#) [IN](#) [IA](#) [KS](#) [KY](#) [LA](#) [MA](#) [ME](#) [MD](#) [MI](#) [MN](#) [MS](#) [MO](#) [MT](#) [NE](#) [NV](#) [NH](#) [NJ](#) [NM](#) [NY](#) [NC](#) [ND](#) [OH](#) [OK](#) [OR](#) [PA](#) [PR](#) [RI](#) [SC](#) [TN](#) [TX](#) [UT](#) [VT](#) [VA](#) [WA](#) [WV](#) [WI](#) [WY](#)

www.sellingtothegovernment.net



Doing Business With The Navy

Web Sites to Remember...



www.acquisition.navy.mil

(site for this presentation)

www.acq.osd.mil/osbp

www.donhq.navy.mil/osb

www.gsa.gov

www.bpn.gov

www.sba.gov

www.fedbizopps.gov



Doing Business With The Navy



Thank You